



Aarvi Encon Limited

COMPANY BACKGROUND.....

- Incorporated in 1987, Aarvi Encon is India's leading engineering services company, which specializes in providing expert engineering solutions across multiple business segments.
- Starting from humble beginnings it is now one of the largest Technical staffing solutions company with more than 5,000 engineers on payroll and working at the client location.
- The company offers end to end solutions for its clients, from basic engineering to services across disciplines such as Piping, Mechanical, Process, Civil, Electrical, Instrumentation, Electronics, Telecommunication and Information Technology and also various project services like Project Management, Construction Supervision, CAD, Inspection Services, Procurement Assistance, Expediting, Commissioning, Operation and Maintenance.

BUSINESS MIX (As on 9M-FY25).....

- **Manpower Outsourcing (83%):** Aarvi provides manpower deputation since 1996 & has completed large requirements of engineers and technicians all over the world. Aarvi has a Technical Manpower of about more than 5,000 qualified and experienced engineers in various fields like project management, construction, planning, safety, procurement, inspection, testing and commissioning.
- **Operations and Maintenance (17%):** Aarvi Encon is the leading company in India for providing O&M Services & Solutions. The company takes care of all the required tools and tackles for the project and total technical manpower required for the smooth working of the processing unit. It also maintains necessary inventory for the consumables and also keeps track of the spares.

KEY STRENGTHS.....

- Strong clientele across the Globe
- World class Engineering & Operational Standards
- Management expertise of more than 30 years
- End to End Solution providers to renowned Industrial Clients
- Positioned as Best Engineering Recruitment Agency to Manpower Outsourcing Services across diversified sectors
- Asset Light Model
- Government Statutory Compliant

FINANCIAL HIGHLIGHTS.....

(INR Mn)	Op. Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	2,885	127	4.40%	121	4.19%	8.16
FY23	4,365	183	4.19%	145	3.32%	9.79
FY24	4,061	126	3.10%	113	2.78%	7.59
9M FY25	3,659	89	2.43%	71	1.94%	4.75

Key Data

BSE Code	NA
NSE Code	AARVI
Reuters	AARI.NS
Bloomberg	AARVI:IN

Market Data (INR) As on 31st December, 2024

Face Value	10.00
CMP	134.76
52 Week H/L	184.25/112.95
MCAP (Mn)	1,992.29
Shares O/S (Mn)	14.78
1 Yr Avg. Vol. ('000)	38.41

Performance As on 31st December, 2024

	3M	6M	12M
Aarvi	(3.05)%	(4.17))%	(15.78)%
NIFTY 50	(8.31)%	(1.45)%	8.82%
NIFTY SmallCAP	(3.23)%	3.83%	24.92%

Shareholding Pattern As on 31st December, 2024

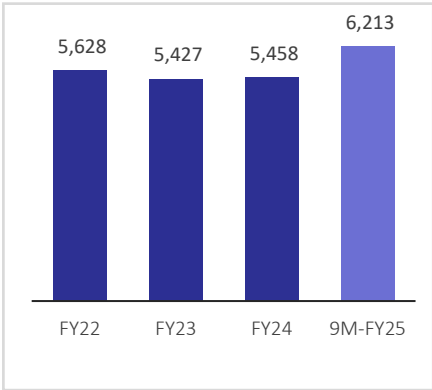
Promoters	73.58%
Public	26.42%

BUSINESS SEGMENTS.....

Manpower Outsourcing – 83% :

- Aarvi pioneered the concept of Technical staffing services in India. It started with humble beginning and is now largest Technical staffing company with more than 5,000 engineers on payroll and working at clients location.
- Has accomplished trust and strong reputation from esteemed clients to garner long standing repeat business.
- Aarvi has deployed Technical Manpower in various fields like project management, construction, planning, safety, procurement, inspection, testing and commissioning.
- Aarvi has a large in-house database i.e. more than 800,000 resume data base and a very strong referral program to attract talent from the industry. It’s recruiters are well trained and can identify the candidates meeting the client’s project requirements.

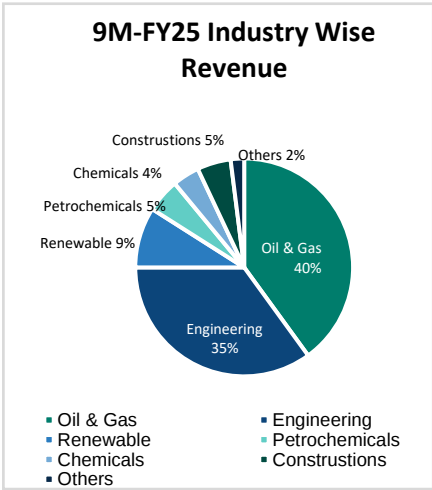
Manpower Deputation



Operations and Maintenance – 17% :

- Aarvi Encon is the leading O&M company in India for providing O&M Services & Solutions for Solar Energy, Pipeline & Oil & Gas industry. O&M activities, garners a higher margin.
- The company understands the specific requirements and challenges of various industries that it has experience in deploying manpower for and hence has become the preferred partner for O&M services for many of its clients.
- By continuously being updated on the latest technologies being implemented in the Solar Energy, Pipeline & Oil & Gas industry, so that it can successfully identify and hire professionals who have mastered these technologies and have implemented them in their previous projects.
- The Company’s clientele in O&M services include esteemed companies like HPCL, GSPC, Cairn, GSPL among others.

9M-FY25 Industry Wise Revenue



GROWTH DRIVERS.....

- Increase the wallet share of business from existing clients by supplying additional manpower and identifying cross-selling and up-selling opportunities
- Digitalisation of various processes to have contactless operations management
- Venture into new industry verticals like Automobile, Marine, Airports, Ports, Defense, Healthcare
- Provide manpower services to new clients in existing verticals
- Constant efforts on better talent Acquisition to attract and retain talented professionals
- Diversifying expertise and service offering across the engineering value chain
- Dedicated international sales team focusing on international deputation of manpower to develop a stronger international presence
- Constant focus on meeting quality standards and compliance
- Improving efficiencies by enhancing domain knowledge and achieving operational excellence

PEER COMPARISON (TRAILING 12 MONTHS) INR MN.....

Company (INR Mn)	Op. Income	EBITDA	EBITDA%	PAT	PAT%	Market Cap
Aarvi Encon	4,690	119	2.54%	101	2.16%	1,992
ANI Integrated Services	2,208	134	6.07%	88	3.99%	1,905
Teamlease Services	1,07,299	1,273	1.19%	1,007	0.94%	49,273
Quess Corp	2,06,113	7,718	3.74%	3,883	1.88%	98,416

INCOME STATEMENT (CONSOLIDATED)

Particulars (INR Mn)	FY22	FY23	FY24	9M FY25
Operating Income	2,885	4,365	4,061	3,659
Total Expenses	2,758	4,182	3,935	3,570
EBITDA	127	183	126	89
EBITDA Margins (%)	4.40%	4.19%	3.10%	2.43%
Depreciation	10	12	13	11
Interest	7	18	15	22
Other Income	12	13	23	20
Exceptional Items	-	9	-	-
PBT	122	157	121	76
Tax	1	12	8	5
Profit After tax	121	145	113	71
PAT Margins (%)	4.19%	3.32%	2.78%	1.94%
Other Comprehensive Income	5	11	-	5
Total Comprehensive Income	126	156	113	76
Diluted EPS (INR)	8.16	9.79	7.59	4.75

BALANCE SHEET (CONSOLIDATED)

Particulars (INR Mn)	FY23	FY24	H1-FY25	Particulars (INR Mn)	FY23	FY24	H1-FY25
EQUITY AND LIABILITIES				ASSETS			
Equity				Non-Current Assets			
Share Capital	148	148	148	(A) Property, Plant & Equipment	96	90	176
Other Equity	933	1,019	1,042	(B) Goodwill on Consolidation	2	3	3
Total Equity	1,081	1,167	1,190	(C) Other Intangible Assets	3	4	3
Non Current Liabilities				(D) Intangible Asset Under Development	-	-	-
(A) Financial Liabilities				(E) Financial Assets			
(i) Borrowings	-	-	47	(i) Loans and Advances	23	24	26
(i) Others	4	15	15	(ii) Others	145	155	150
(B)Deferred Tax Liabilities (net)	4	3	2	(F) Deferred Tax Asset	2	1	1
Other Non Current-Liabilities	-	-		(G) Other Non-Current Assets	180	88	131
Total Non-Current Liabilities	8	18	64	Total Non-Current Assets	451	365	490
Current Liabilities				Current Assets			
(A) Financial Liabilities				(A) Financial Assets			
(i)Borrowings	34	97	290	(i)Investments	4	4	4
(ii) Lease Liability	-	-		(ii)Trade Receivables	950	830	770
(iii) Trade Payables	102	80	106	(iii)Cash and Cash Equivalents	44	107	59
(iv) Others	212	237	249	(iv)Others Bank Balances	23	126	151
(B) Other Current Liabilities	146	107	64	(v) Loans and Advances	8	19	20
(C) Provisions	1	4	4	(vi) Others	80	226	440
Sub-Total Current Liabilities	495	525	713	(B) Other Current Assets	24	33	33
Sub-Total Liabilities	503	543	777	Sub-Total Current Assets	1,133	1,345	1,477
TOTAL EQUITY AND LIABILITIES	1,584	1,710	1,967	TOTAL ASSETS	1,584	1,710	1,967

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